

Aspira, Inc. of New Jersey

1995 Budget

<u>INCOME</u>		1994 ACT'AL	1995 BUDGET	VARIANCE
PROGRAMS	(A)	639,480	635,095	(4,390)
GENERAL OPERATING		259,104	328,451	
Total Income		898,584	963,546	
<u>EXPENSES</u>				
PROGRAMS		615,067	633,995	18,928
GENERAL OPERATING		350,326	329,167	(B) (21,159)
Total Expenses		965,393	963,162	
NET	(B)	66,809	384	

(A) Individual Budget as May 1994.

(B) Reduction of General Operating Budget, trying to cut cost.

(C) A deficit of \$66,809 due to a projection of \$100,000 for Capital Campaign in 1994 Budget, which is NOT General Operating Income.

# Aspira Inc. of New Jersey

## Projected Salaries

FY 94 - 95

WILSON JONES COMPANY

NO. 100 BURY RD. LIND GLEN

MADE IN U.S.A.

			5% Increase	
			FY 93-94	FY 94-95
1	Executive Director	DelRios, R.	50,000	46,500
2	Deputy Director		35,000	-0-
3	Fiscal Officer		46,800	-0-
4	Development Officer	Vacant	30,000	30,000
5	Office Administrator	Nazario, C.	21,159	22,218
6	Bookkeeper/Accountant	Mendez, G.	21,630	30,000
7	Secretary (Camden)	Ruiz, M.	14,000	14,700
8	Secretary (Newark)	Rivera, C.	14,000	14,700
9	Program Director (Nwk)	Figueroa, C.	27,500	28,875
10	Program Director (Tre&Cam)	Abreu, M.	23,000	26,250
11	Program Director (T.S.)	DeJesus, W.	27,500	28,875
12	Coordinator (Paterson)	Ramos, A.	19,000	19,950
13	Coordinator (Newark)	Arocho, A.	19,300	19,300
14	Counselor (102)	Rodriguez, M.	13,800	16,590
15	Counselor (103)	Lugo, J.	15,000	15,750
16	Counselor (140) (Vac)	Santos, J.	16,500	15,000
17	Counselor (141)	Quinones, A.	16,500	17,325
18	Counselor (141)	Rodriguez, I.	15,000	15,750
19	Counselor (142)	Hernandez, F.	15,800	16,590
20	Counselor (142)	Rodriguez, R.	15,000	15,750
21	Counselor (143)	Rios, A.	15,000	15,750
22	Counselor (143)	Valcarcel, E.	15,000	15,750
23	Counselor (143 T.S.)	Valentin, I.	18,410	19,300
24	Counselor (143 T.S.)	Figueroa, Z.	18,410	19,300
25	Counselor (143 T.S.)	Delet, D.	18,410	19,300
26	Counselor (143 T.S.)	Morales, C.	18,410	19,300
27	Counselor (153)	Maurey, A.	15,000	15,750
28	Counselor (160)	Mendez, I.	17,000	17,850
29	Bookkeeper (Part-time)	Vacant	-0-	8,000
30	Computer Consultant		10,500	6,400
31	Intern		2,000	2,000
32	Development Consultant	Corbo, A.	11,630	15,600
33	Audit Consultant	Sol March	10,000	11,000
34	Tutors		3,552	3,310
35			633,811	582,733
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	Salaries	000	544,423	

## A - PERSONNEL

FY 94-95

	ACTUAL '94 11 MTHS ACTUAL 1 MTH PROJECTED	% INCREASE	PROJECTED EXPENSES 1995
<u>4500 - Health Ins.</u>			
Actual 1994	69,334		
Projected 1995			
HMO mthly 4,832.97 X 12 =		57,995.64	
Dental mthly 690.21 X 12 =		<u>8,282.52</u>	
			<u>66,278</u>
<u>4000 - Salary</u>			
Projected 1995			<u>544,423</u>
<u>4510 - FICA</u>			
Projected 1995			
\$544,423 X 7.65% =			<u>41,648</u>
<u>4520 - SUI</u>			
Based on lat 17,200 for each employee			
430,080 X 3.85% =			<u>16,558</u>
Projected Personnel 1995			<u>668,907</u>

## B - OFFICE SPACE

FY 94-95

PG 1 of 2

	ACTUAL '94 11 mths Actual 1 mth Projected	% Increase	Projected Expenses 1995
<u>5010 - Rent</u>			
ASPIRA, Inc.-Essex Cnty Office 7/93-6/95		\$ 3,500 mth.	42,000
Paterson Office 8/93-8/95		600 mth.	7,200
Camden Cnty (Average)			16,000
			65,200
<u>5030 - MAINTENANCE</u>			
1994 Actual	\$ 5,224		
1995 16hr per wk X 52 wks X \$7 per hr			5,824
<u>5050 - Utilities</u>			
Projected cost for Camden Office			5,000
1994 Actual Newark	\$ 10,201		
1995-Average gas & Elec mtly cost			
\$2,085 ASPIRA pays 42%			
2,085 X 12 X 42% =			10,500
<u>5410 - Telephone</u>			
	Newk. 10,229.97 Paterson 2,830.72 Trenton 14,531.13 =		16,513.82
1994 Actual			
AT&T Credit Corp. Newark \$206.68 X 12=			2,480.16
AT&T Credit Corp. Paterson 68.86 X 12=			826.32
Agency Services-Long Distance Nwk. 150 X 12=			1,800
NJ Bell-Nwk mtly average 315 X 12=			3,780
NJ Bell-Trenton mtly average 160 X 12=			1,680
NJ Bell-Paterson mtly average 165 X 12=			1,980
AT&T Paterson mtly chgs 38 X 4=			152
AT&T Newark qtlly chgs 62.50 X 4=			250
Average 1995			12,948
Average telephone cost Camden Office 261.34 X 12=			3,136

## B - OFFICE SPACE

FY 94-95

PG 2 of 2

ACTUAL '94		Projected
11 mths Actual	% Increase	Expenses
1 mth Projected		1995

5690 - Insurance

1994 Actual -*General Liab.	5,000
Legal Liab.	1,740
Bonding (3yrs)	1,696
Worker Comp.	2,438
Auto Gen. Liab.	352
	<u>11,216</u>

3%

11,552

\*Note: Gen. Liab. Cost

93-94 \$9,137-ASPIRA, Inc. \$5,000

-Eadw. Found. \$4,137

Total Office Space 1995

114,160

## C - OFFICE SUPPLY

FY 94-95

	ACTUAL '94 11 mths Actual 1 mth Projected	% Increase	Projected Expenses 1995
<u>5430 - Postage</u>	<u>\$ 9,123.01</u>		<u>\$ 9,000</u>
<u>5310 - Office Supply</u>	<u>8,858</u>	<u>same</u>	<u>8,858</u>
<u>5650 - Equipment Rental/Maint.</u>	<u>26,363</u>		
Maint. New Copier Newark- 1,635. X 4=		<u>‡ 6,540</u>	
Maint. Copier Paterson - 57 X 4=		228	
Rental New Copier Newark- 2,196 X 4=		8,784	
Rental Copier-Trenton- 241.38 X 12=		2,896.56	
Rental Copier Camden- 282.49 X 12=		3,389.88	
Rental Copier Paterson- 92.50 X 12=		1,104	
Mail mach/Scale Newark 300 X 12=		3,600	
Alert Ctr. Alarm Newark 348 yr=		348	
Garden State Alarm Paterson 90 X 4=		360	
Misc:- Computer & Typewriter repair yrly cost		<u>2,000</u>	<u>29,250</u>
 5730 - Subscription	 1,466.76		 1,100
 5750 - Advertising	 1,504.26		 1,100
 5450 Printing	 6,086		 6,086
<u>5350 - Prog. Supplies</u>	<u>7,724.63</u>		<u>7,000</u>
 Total Supplies	 <u>61,125.66</u>		 <u>62,394</u>

## D - ACTIVITIES

FY 94-95

	ACTUAL '94 11 mths Actual 1 mth Projected	% Increase	Projected Expenses 1995
<u>5130 - Student Travel</u>	13,874		13,500
<u>5110 - Staff Travel</u>	20,362		17,500
5220 - General Activities * 25th Anniversary \$33,538	* 46,457		17,685
<u>5210 - Conference</u>	1,288		1,200
<u>5475 - Staff Training</u>	2,165		1,700
5887 - Intern/Student Stipend * APOLP Stipend 3,600.00 Intern 2,000.00	7,574		* 5,600
<u>5630 - Board Expense</u>	1,886		1,700
<u>5230 - Club - Program Activities</u>	12,256		11,050
1994	<u>105,862</u>		
Total Activities 1995			<u>69,935</u>

## E - PROFESSIONAL SERVICES

FY 94-95

	ACTUAL '94 11 mths Actual 1 mth Projected	% Increase	Projected Expenses 1995
<u>5610 - PROF. SERVICE (AUDIT)</u>	10,914	1 1/2%	11,000
<u>5610 - COMPUTER CONSULTANT</u>	6,427		6,400
<u>5610 - DEVELOPMENT CONSULTANT</u>	14,620	(contract)	15,600
<u>5460 - OTHER FEES</u>	585		550
<u>5472 - SCHOLARSHIPS</u>	12,500		15,000
<u>5751 - Community Support</u>	478.50		475
<u>5611 - Payroll Processing</u>	1,606		1,610
<u>5614 - Tutors</u>	4,253		8,830
	<u>51,383.50</u>		<u>59,465</u>



F - OTHER EXPENSES

FY 94-95

	ACTUAL '94 11 mths Actual 1 mth Projected	% Increase	Projected Expenses 1995
<u>5710 - Indirect Cost</u>	15,899		6,401
<u>5890 - Misc. Expenses</u>			
<u>5680 - Interest Bank Charges</u>			
	<u>15,899</u>		<u>6,401</u>